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Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CIAE-00 COME-00 DODE-00
DOTE-00 FMC-01 INR-10 NSAE-00 CG-00 DLOS-09
OES-09 L-03 SP-02 ICA-11 NSC-05 TRSE-00 SS-15
STR-07 OMB-01 CEA-01 HA-05 /100 W
----------041395 110932Z /15
P R 110908Z AUG 78
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC PRIORITY 5413
MARAD WASHDC PRIORITY
INFO AMEMBASSY LONDON

C O N F I D E N T I A L SECTION 01 OF 02 MOSCOW 19118

MARAD FOR BLACKWELL

LONDON FOR MARITIME ATTACHE

E.O. 11652: GDS
TAGS: ETRD, EWWT, EEWT, UR, US
SUBJECT: SOVIETS PROPOSE TO RESUME MARINE CARGO INSURANCE NEGOTIATIONS

SUMMARY: FOREIGN TRADE DEPMIN IVANOV SAYS SOVIETS ARE PREPARED TO RESUME MARITIME CARGO INSURANCE NEGOTIATIONS. MUCH TIME HAS PASSED SINCE JANUARY MEETING, HE SAID, "PROBLIMS NEED TO BE RESOLVED", AND THERE ARE "NEW IDEAS" TO DISCUSS IN LIGHT OF CHANGED SITUATION. HE ASKS THAT U.S. SIDE PROPOSE 2 OR 3 DATES EITHER BEFORE OR, PREFERABLY, AFTER HIS VACATION (SEPTEMBER 10 TO OCTOBER 8). ALSO ASKS U.S. TO PROPOSE VENUE; U.S. IS TOO FAR; SOMEWHERE IN BETWEEN, LONDON OR MOSCOW ARE ALL OKAY. ACTION REQUESTED: MARAD TO PROPOSE DATES AND VENUE FOR MEETING. END SUMMARY.

1. IN AUGUST 9 MEETING ARRANGED AT HIS REQUEST, DEPUTY
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MINISTER OF FOREIGN TRADE IVANOV INFORMED ACTING A/C COUNSELOR THAT SOVIETS ARE PREPARED TO RESUME MARINE CARGO INSURANCE NEGOTIATIONS. IVANOV ATTRIBUTED DELAY IN SOVIET RESPONSE TO U.S. SIDE'S JANUARY PROPOSAL TO FACT THAT NO-ONE LIKES TO FEEL HE IS NEGOTIATING UNDER PRESSURE, AND HE INDICATED THAT SOVIETS REGARDED STR HEARINGS AND PRESIDENTIAL DETERMINATION AS FORMS

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OF PRESSURE.

2. HE EXPLAINED RENEWED SOVIET INTEREST IN NEGOTIATIN G
AS RESULT OF FACT THAT MUCH TIME HAS PASSED SINCE
JANUARY MEETING (AND PROPOSED BUT ABORTED MARCH MEETING),
THE SITUATION HAS CHANGED (POSSIBLY A REFERENCE TO THE
STR HEARINGS AND THE PRESIDENT'S DETERMINATION OF
DISCRIMINATION), THERE IS A "NEED TO RESOLVE PROBLEMS",
AND THERE MAY BE "NEW IDEAS" TO DISCUSS. IN LIGHT OF
THE CHANGED SITUATION, IT IS TIME FOR A FACE-TO-FACE
MEETING RATHER THAN WRITTEN COUNTER-PROPOSALS TO EARLIER
PROPOSALS, IVANOV SAID.

3. ACTING COUNSELOR POINTED OUT THAT AT TIME OF PRESID-
ENTIAL DETERMINATION OF DISCRIMINATION USG HAD EXPRESSED
HOPE THAT THE MATTER COULD BE SETTLED THROUGH
NEGOTIATIONS. HE UNDERLINED, HOWEVER, THAT THESE WOULD
HAVE TO BE SERIOUS NEGOTIATIONS LOOKING TOWARD A RES-
OLUTION OF THE PROBLIMS AND NOT JUST TALKS. HE SAID
THAT THERE SEEMED TO BE AT LEAST THREE MATTERS INVOLVED
NAMELY, OVER-AGE INSURANCE, DOUBLE INSURANCE ON GOODS
BEFORE THEY REACH U.S. PORT, AND DISCRIMINATION, AND HE
ASKED WHETHER IT WAS SOVIET VIEW THAT ALL THESE
PROBLEMS SHOULD BE DISCUSSED AT THE NEXT TALKS. IVANOV
AGREED THAT ALL THESE MATTERS SHOULD BE TAKEN UP.

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4. ACTING COUNSELOR ASKED WHETHER IVANOV'S SUGGESTION
OF FACE-TO-FACE MEETING AND MENTION OF NEW IDEAS MEANT
THAT SOVIETS PLANNED TO TABLE A DRAFT TO OPEN THE NEXT
TALKS. IVANOV SAID IT WAS TIME TO EXPLORE NEW ALTERNAT-
IVES BUT HE WOULD RATHER NOT FORETELL PROCEDURE TO BE
FOLLOWED. THE SOVIETS HAD SOME NEW IDEAS. HE WOULD
RATHER NOT SAY THAT THE SOVIETS WERE NOT SATISFIED WITH
THE U.S. PROPOSAL; HE WOULD SAY THEY MAY HAVE SUGGESTIONS
TO IMPROVE IT, BUT THEY DON'T REJECT IT. THEY HAVE AN
OPEN MIND ON IT. "THE FORM DOESN'T SUIT US; OTHERWISE,
I WOULD SAY, WE WOULD HAVE SIGNED ALREADY."

5. IVANOV DID NOT PROPOSE A SPECIFIC DATE FOR THE TALKS.
HE ASKED THAT ASSISTANT SECRETARY BLACKWELL (OR WHOEVER
WILL CONDUCT THE NEGOTIATIONS FOR THE U.S. SIDE) MAKE
TWO OR THREE SUGGESTIONS FROM WHICH HE COULD CHOOSE.
IVANOV WILL BE ON VACATION FROM SEPTEMBER 10 TO OCTOBER
8, AND AS THE TIME REMAINING FOR A MEETING BEFORE THEN
IS RATHER SHORT, HE WOULD PREFER MEETING AFTERWARDS.
BUT HE WOULD UNDERSTAND IF THE U.S. PREFERRED--"FOR
REASONS OF STATE"-- TO MEET EARLIER AND THAT WOULD BE ALL
RIGHT.

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6. AS FOR VENUE, IVANOV SAID THE U.S. IN THE PAST HAD PROPOSED LONDON BECAUSE, AS HE UNDERSTOOD IT, IT WAS NEITHER THE U.S. NOT THE USSR AND THE U.S. HAD A MAR ITIME ATTACHE THERE. LONDON WAS STILL FINE WITH THE SOVIETS, WASHINGTON WAS TOO FAR AWAY, AND HE COULD UN- DERSTAND THAT BLACKWELL MIGHT FEEL THE SAME WAY ABOUT MOSCOW. FOR THAT REASON SOME PLACE IN BETWEEN SEEMED DESIRABLE, PERHAPS PARIS OR SWEDEN IF NOT LONDON. IN RESPONSE TO A QUESTION, IVANOV SAID MOSCOW OWULD BE ALL RIGHT IF THAT WAS THE U.S. PREFERENCE.

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MARAD WASHDC PRIORITY
INFO AMEMBASSY LONDON

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7. IVANOV SAID THAT ON THE SOVIET SIDE HE WAS CHARGED WITH SEEING THIS MATTER THROUGH AND WOULD HEAD THE SOVIET DELEGATION. IN RESPONSE TO EMBOFF'S QUESTION, HE SAID THE REST OF THE SOVIET DELEGATION WOULD BE MUCH THE SAME AS BEFORE WITH ONLY MINOR CHANGES. AS EXAMPLE OF LATTER HE SAID THAT NOVOZHILOV WOULD NOT BE REPRESEN- TING INGOSSTRAKH AS HE IS NOW STATIONED IN LONDON. (WE ASSUME THIS MEANS SOVIETS ARE INTENDING TO INCLUDE MEL'NIKOV IN DELEGATION.)

8. COMMENT. TONE THROUGHOUT WAS CORDIAL AND BUSINESS- LIKE, EVEN WHEN WE PROBED FOR SOVIET VIEWS ON EARLIER U.S. PROPOSAL, INTENTIONS AT NEXT TALKS, AND COMPOSITION OF DELEGATION. IT APPEARS TO US THAT THE SOVIETS FEEL SOME PRESSURE TO RESUME NEGOTIATIONS AND THAT THEY WILL MEET AT U.S. CONVENIENCE REGARDING PLACE AND TIME SUB-

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JECT TO ANY COMMITMENTS IVANOV HAS ALREADY MADE
(INCLUDING HIS VACATION). HIS DESCRIPTION OF LIKELY
SOVIET DELEGATION SUGGESTS THAT MEL'NIKOV WOULD NORMALLY
BE INCLUDED, AND WE THINK THAT SHOULD RULE OUT
MEETING IN LONDON AND PERHAPS IN A NUMBER OF OTHER WES-
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TERN COUNTRIES AS WELL.

9. ACTION REQUESTED. MARAD TO PROPOSE DATES AND VENUE
FOR MEETING FOR EMBASSY TO COMMUNICATE TO IVANOV. TOON

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